

Message Text

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PAGE 01 MOSCOW 06818 161848Z

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ACTION EB-07

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USDOC FOR BEWT/TDAD

E.O. 11652 N/A

TAGS: ETRD EEWT UR

SUBJ: CHAMBER OF COMMERCE--INTOURIST RIVALRY FOR CONTROL OF
TRADE CENTER HOTEL

REF MOSCOW 5711

1. DURING MAY 15 MEETING WITH MEMBERS OF COMMERCIAL OFFICE STAFF, DEPUTY DIRECTOR OF MOSCOW INTERNATIONAL TRADE CENTER L.V. IVANOV ADVISED THAT HOTEL TO BE CONSTRUCTED AS PART OF INTERNATIONAL TRADE CENTER WILL BE RUN BY TRADE CENTER DIRECTORATE AND NOT RPT NOT BY INTOURIST. AS THE RATIONALE FOR THIS SITUATION, IVANOV POINTED OUT THAT INTOURIST WAS RESPONSIBLE FOR SERVICES TO TOURISTS WHILE CHAMBER WAS RESPONSIBLE FOR ASSISTANCE TO BUSINESSMEN. HE FURTHER POINTED OUT THAT ONLY BUSINESSMEN WOULD BE ALLOWED TO STAY IN THE NEW HOTEL AND THAT ORDINARY TOURISTS WOULD NOT BE PERMITTED TO UTILIZE ITS SERVICES.

2. COMMENT: AS REPORTED REFTTEL, HILTON INTERNATIONAL PRESIDENT STRAD ADVISED COMMATT, FOLLOWING STRAND'S DISCUSSIONS WITH INTERNATIONAL TRADE CENTER OFFICIALS, THAT MAJOR STRUGGLE WAS UNDERWAY BETWEEN CHAMBER OF COMMERCE AND INTOURIST FOR CONTROL OF TRADE CENTER HOTEL. EMBASSY WOULD BE SURPRISED IN INTOURIST HAD ACQUIESCED IN FACT THAT IT HAD NO ROLE IN MANAGEMENT OF TRADE CENTER HOTEL. IF,
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HOWEVER, CHAMBER OF COMMERCE IS ABLE TO EXCLUDE INTOURIST

FROM MANAGEMENT OF NEW HOTEL, THIS INCREASES CHANCES OF
MANAGEMENT-TYPE ARRANGEMENT BETWEEN TRADE CENTER DIRECTORATE
AND FOREIGN HOTEL COMPANY SUCH AS HILTON. IVANOV IMPLIED
THAT THIS WAS THE CASE DURING MAY 15 MEETING WHEN HE STATED
THAT MAJOR OBSTACLE TO SUCH AN ARRANGEMENT WAS FINANCIAL
IN NATURE, I.E., THAT THERE WAS NO POLITICAL OR PHILOSOPHICAL
BARRIER INVOLVED.

3. ADDITIONAL INFORMATION ON STATUS OF TRADE CENTER
PROJECT WILL BE TRANSMITTED IN SEPARATE MESSAGE.
STOESSEL

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